

SailNet



FONASBA ECASBA

FONSABA Training & Exchange Programme

designed & powered by:



Escola Europea Intermodal Transport



A word from Jakov Karmelić, CHAIR OF SAILNET COMMITTEE

SAILNET is a multi-country training and exchange programme, established today in 6 countries and with the aim to go worldwide in the coming years, with the mission to strengthen shipping agents through quality education. It provides the shipping agents' employees with the opportunity to develop and refresh their skills while also broadening their understanding about FONASBA.

The course is a fun, interactive, hands-on series of sessions designed to provide shipping agents with knowledge and develop leadership to skills, while establishing a fruitful professional and international network.

*Capt. Jakov Karmelic
FONASBA Education Vice President
IMO Maritime Ambassador*





SAILNET
PROGRAMME



Introduction



Why do we need a SAILNET Programme?

In a more and more globalised world, the sea represents a never-ending source of competences, skills, ideas and projects. Connecting all the potentials provided by the “Blue Economy” and with the professional and educational expertise of the maritime training and education institutes, this project aims to implement a network of knowledge made of courses and internships for young and promising maritime managers at different maritime entities and thus promote and support new careers in the shipping industry.



What is the philosophy of the SAILNET Programme

The SAILNET project proposes to develop and create a programme for new expert and competent professionals for the Maritime sector and wider Shipping Industry.

The participants will be encouraged to:

- Develop leadership skills and a SAILNET culture
- Discover new ways to carry out the industry tasks, a new language and a different culture
- Build lasting friendships and network with people from around the world

What are the teaching methods?

We are a training centre of a different kind with an extremely interactive and person-oriented approach; we are in pursuit of technical and humanist excellence, with a training programme that introduces the technical concepts of the logistics and port sectors to the participants using a methodology that facilitates communication and relations among the participants. What sets us apart from other training methods and centres is the combination of theory with reality. This allows the students to experience what they have learned in the classrooms. As a result, the concepts studied are retained and can immediately be put into practice once the course finishes. Our partners, the ports and shipping lines, give us access to unrivalled training instruments: the infrastructures and the technical mediums. The port communities, our collaborators, provide us with knowledge, equipment and the experiences of their services and operations.



Who are the faculty?

The Escola has brought together senior industry professionals with wide experience in the sector, with whom we have been collaborating for over a decade, and experienced tutors from our network of training centres. Taken as a whole, they make up an enormous value proposition that combines knowledge and experience, which corresponds perfectly to the educational model of the Escola.





SAILNET
PROGRAMME



Target

SailNet



Who should attend the SAILNET Programme?

Participants profile and requirements

The SAILNET Programme has been specifically designed for young employees of the shipping agency and logistics sector. Candidates should be under 40 years old and working in a shipping agent company or logistic operator of a country participating in the Exchange Programme.

Requirements

Participants profile and requirements:

- Under 40 years old
- Working in a Shipping Agency Company, Freight Forwarder or Logistic Operator
- Fluent in English – B1 level or equivalent
- 1 or more years of work Experience in the sector
- Level of Education – vocational or university degree or more than 5 years of experience in the company.

**At the end of the Exchange the participants will receive a Diploma.*





SAILNET
PROGRAMME



Locations

SailNet

The Ports

Barcelona



Genoa



Buenos Aires



Lisbon



Casablanca



Tunis





INTERNATIONAL TRAINING



Programme

SailNet



PLACE

Barcelona



ORGANISER

Escola Europea



DATES

5 days (Monday to Friday)



TUITION FEES

(International & Local Training)
Find more information in site
www.sailnetprogramme.com



PARTICIPANTS

30 (5 from each country)

COURSE CONTENT



19

LECTURES



8

WORKSHOPS AND VISITS



27

TOTAL TRAINING UNITS



15

LECTURERS



English
LANGUAGE



SESSIONS

1. The role of the shipping agent and FONASBA Quality Standard
2. Shipping Agents – skills and activities in a future perspective
3. Service to vessel and crew: documentation and operations
4. Service to freight: documentation and operations
5. Service to passengers: documentation and operations – Cruise and Ferry –
6. Intermodality and terminals: road, rail and river
7. Port Costs and efficiency models
8. Intermodality Operations Land/Sea Inland Navigation
9. Port Community Systems and International Systems & E-Commerce
10. NSW
11. Legal aspects in the framework of Shipping Industry
12. Development of competition law compliance culture
13. Economic sanctions and embargoes and other trade restrictions
14. The port of the future
15. Logistics Communities and Efficiency Network

WORKSHOPS

1. Maritime visit to the Port of Barcelona
2. Land visit to the Port of Barcelona
3. Visit Containers Terminal
4. Visit Intermodal Terminal
5. Visit ZAL – Logistics Activity Area
6. Visit BIP – Border Inspection Post
7. Ro-Ro Terminal
8. Passengers terminal

** Programme subject to modifications.*



LOCAL TRAINING



Programme



PLACE

Barcelona
Casablanca
Tunis
Genoa
Lisbon
Buenos Aires



RESPONSIBLE

Escola Europea
IFP-ANP
IMFMMLa Sapienza
AGEPOR



DATES

3 days
(Monday to Wednesday)



TUITION FEES

(International & Local Training)
Find more information in site
www.sailnetprogramme.com



PARTICIPANTS

5 (1 from each country)
different from the organizing
country

COURSE CONTENT



9

LECTURES



8

WORKSHOPS AND VISITS



17

TOTAL TRAINING UNITS



15

LECTURERS



English
LANGUAGE



SESSIONS

1. Welcome to the Training Centre and the Port
2. Opening Ceremony – Programme presentation: aims and features
3. The Port and the Port Community: structure and characteristics
4. Terminals and operators
5. Port areas
6. Legal framework: national and local regulation regarding Port activities
7. PCS and/or information systems available
8. The transport sector in the country: road and railway
9. Customs and BIP: structure and characteristics
10. Service to freight: documentation and operations
11. Service to passengers: documentation and operations – Cruise and Ferry –

WORKSHOPS (if applicable)

1. Containers Terminal
2. Intermodal Terminal
3. Logistics Activity Area
4. BIP – Border Inspection Post
5. Ro-Ro Terminal
6. Visit to the environmental plant (MARPOL)
7. Visit to passengers terminal

Note: the local training will be adapted to the specific characteristics of each country/port.



EXCHANGE
PROGRAMME



FAQs

SailNet



WHERE?

Argentina
Spain
Italy
Morocco
Portugal
Tunisia



WHO?

Employees (age under 40) of members of FONASBA Shipping Agents Associations involved in the project. The companies are sending and hosting suitable exchange employees at the same time



HOW LONG?

From 1 month (minimum)
to 3 months (maximum)



SAILNET
PROGRAMME



Teachers*

SailNet



Aziz Mantrach



Serafín Blázquez



Jordi Trius



Richard Morton



Albert Pallarés



Carles Rúa



Marta Miquel



Albert Badia



Antóniobelmar



Ramón Rull



Edwin Van Hassel



Javier Gallardo



Eduard Rodés



João Soares



Mario Massarott



Catalina Grimalt



Jonathan Williams



Giovanni Pirrone



Raquel Nunes

* To be confirm



SAILNET
PROGRAMME



Academic partners

SailNet



Escola Europea
Intermodal Transport

escolaeuropea.eu

Escola Europea
Spain · Barcelona
www.escolaeuropea.eu



الوكالة الوطنية للموانئ
+ⵜⴰⴳⴷⵓⴷⴰⴳⵜ ⵜⴰⴳⴷⵓⴷⴰⴳⵜ ⵜⴰⴳⴷⵓⴷⴰⴳⵜ
Agence Nationale des Ports

IFP-ANP
Morocco · Casablanca
www.anp.org.ma



IMFMM

IMFMM
Tunis · La Goulette
www.imfmm.tn



Escola Europea
Intermodal Transport

escolaeuropea.eu

Escola Europea
Italy - Genoa
www.escolaeuropea.eu



AGEPOR

AGEPOR
Portugal · Lisbon
www.enautica.pt



Centro de Navegación
ARGENTINA

Centro de Navegación
Argentina · Buenos
Aires
www.centrodenavegacion.org.ar



ESCOLA EUROPEA (Barcelona)

Contact: Raquel Nunes

☎ (34) 93 298 60 70

✉ sailnet@escolaeuropea.eu

🌐 www.sailnetprogramme.com

ARGENTINA

Centro de Navegación

Contact: Mr. Javier Dulce

☎ (5411) 4394 0520

✉ info@centrodenavegacion.org.ar

🌐 www.centrodenavegacion.org.ar

TUNISIA

All Seas Shipping Agency

Contact: Mr. Mohamed Ali Soltani

☎ (216) 585 80112

✉ msoltani@allseasshipping.com

🌐 www.allseasshipping.com

SPAIN

ASECOB

Asociación Española de
Consignatarios de Buques

Contact: Mr. Julio Fernandez

☎ (34) 91 432 66 60

✉ info@asecob.org

🌐 www.asecob.org

MOROCCO

APRAM

Association Professionnelle
des Agents Maritimes,
Consignataires de Navires et
Courtiers D’Affretement du Maroc

Contact: Mr Chakib Mghabbar

☎ (2125) 2254 1112

✉ apram.maroc@gmail.com

🌐 www.apram.ma

ITALY

FEDERAGENTI

Federazione Nazionale Agenti
Raccomandatari Marittimi
E Mediatori Marittimi

Contact: Mrs. Iolanda Garzia

☎ (39) 010 5536696

✉ iolanda.garzia@assagenti.it

🌐 www.assagenti.it

PORTUGAL

AGEPOR

Associação dos Agentes de
Navegação de Portugal

Contact: Mr. António Belmar

☎ (315) 21 342 0988

✉ lisboa@agepor.pt

🌐 www.agepor.pt





FONASBA



ECASBA

SailNet

www.sailnetprogramme.com



Escola Europea
Intermodal Transport

escolaeuropea.eu

